

Message Text

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53

ACTION EUR-12

INFO OCT-01 ISO-00 COME-00 EB-07 DODE-00 MC-02 NSAE-00

TRSE-00 ERDA-05 CIAE-00 ACDA-05 SSO-00 INRE-00 EURE-00

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FM AMEMBASSY MADRID

TO SECSTATE WASHDC IMMEDIATE 2194

C O N F I D E N T I A L MADRID 4238

E.O. 11652: GDS

TAGS: BEXP, SP

SUBJ: PRODUCT OPPORTUNITY: TANK RETROFIT FOR SPANISH
ARMY

REF : STATE 127574

1. AS DEPARTMENT AWARE, EMBASSY HAS REPEATEDLY AND STRONGLY SUPPORTED RETROFIT PROGRAM, AS HAS U.S. DEPARTMENT OF ARMY. WHILE WE APPRECIATE PROBLEM OF RESOURCES TO MEET U.S. COMMITMENT OF TOTAL TANK PROGRAM, NON-SUPPORTNR VP CHRYSLER PARTS REQUIREMENT FOR RETROFIT OF SPANISH ARMY'S 110 M47 TANKS COULD HAVE SIGNIFICANT POLITICAL RAMIFICATIONS FOR US AT THIS TIME. SPANISH WOULD NOT REGARD IT AS AN ISOLATED PROBLEM BUT ONCONTRARY THEY WOULD PROBABLY LINK IT TO OTHER CONTENTIOUS ISSUES, I.E., U.S. ARMS SALES TO MOROCCO OR TO PREVAILING SUSPICION OF U.S. FAVORITISM TOWARD MOROCCO.

2. MORE IMPORTANTLY, HOWEVER, IT COMES AT A SENSITIVE PERIOD IN CURRENT BASE NEGOTIATIONS WHEN IT BEHOOVES US TO BE AS FORTHCOMING AS POSSIBLE IN AREAS THAT PERMIT US TO DO SO, PARTICULARLY SUCH MATTERS AS TANK RETROFIT PROGRAM WHICH IS OF CRITICAL INTEREST TO SPANISH ARMY AND WHICH IS ALREADY SEEN BY GOS -- RIGHTLY OR WRONGLY -- AS TEST OF OUR CAPACITY AND WILLINGNESS TO GIVE
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CONCRETE SUPPORT TO OUR DEFENSE RELATIONSHIP WITH SPAIN BOTH NOW

AND IN FUTURE.

3. WHILE PRESENT CONTRACT CALLS FOR RETROFIT OF 110 M47
AND 17 M48 TANKS AT COST OF APPROXIMATELY \$39.5 MILLION,
WITH COMMITMENT FOR DELIVERY OF FIRST RETROFITTED TANK TO
SPAIN IN NOVEMBER OF THIS YEAR, WE UNDERSTAND SPANISH
SERIOUSLY CONSIDERING ANOTHER CONTRACT FOR RETROFIT OF
ADDITIONAL 440 M 47 TANKS AT TOTAL COST OF \$140MILLION
OVER FOUR YEAR PERIOD BEGINNING JANUARY 1977.
STABLER

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Message Attributes

Automatic Decaptioning: X
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Concepts: TANKS (COMBAT VEHICLES), MILITARY SALES
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Draft Date: 18 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: SmithRJ
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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06 JUL 2006

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